# Mexico Makes Rapid Strides In Reconstructing Railroads

Nearly 7,500 Freight Cars and 150 Locomotives Destroyed in Revolutions; Roadbeds in Fine Shape

U. S. Observers Impressed

Interesting Object Lesson of Amount of Abuse a System Will Successfully Stand

By John F. Barry N 1913 there were 18,492 freight cars and 553 passenger coaches in Mexico. In 1920 there were only 11,058 freight cars and 390 passenger coaches available for use on the railroads of that country. The remainder had been swallowed up by the revolutionary Moloch.

To emphasize still further the serious condition of the railroads of Mexico and the urgent demand for new equipment, it must be borne in mind that of the rolling stock technically "serviceable" a kirge proportion is merely "patched up and tied together with a shoestring," as an American railroad man expressed it.

American railroad men who have re cently visited Mexico speak in terms of admiration of two things: The con dition of the roadbeds of many of the lines, which are in extraordinarily

still function. Howard T. Oliver, president of the Oliver American Trading Company, the leading operators of Mexican railroad situation during the "private trains"-of which more anon at present in New York negotiating for thorities or in possession of the revo-the purchase of a large number of new lutionists, and none was available for

Immediate Requirements

In July, 1920, Acting President de la Huerta appointed Jaime Gurza, a well known cotton planter of the Coahuila district and one of the best known financiers and business men in Mexico, to make a thorough study of the actual condition of the railroads. Señor Gurza submitted his report to Francisco Perez, the present director general of the National Railways, in November, 1920. The figures quoted at the beginning of this article are taken from the Gurza report; it has not yet been published in the United States, to the hest of my knowledge.

"The immediate traffic needs of the republic," according to Señor Gurza, "call for at least 480 additional locomotives and 5,000 freight cars. The securing of this necessary rolling stock will mean an increase in revenue for the National Railways of at least 1,500,000 pesos (about \$750,000) a month, out of which the railroads will be in a position to make all necessary repairs to the permanent way, stations.

motives and 5,000 freight cars. The securing of this necessary rolling stock will mean an increase in revenue for the National Railways of at least 1,500,000 percos (about \$750,000) a month, out of which the railroads will be in a position to make all necessary repairs to the permanent way, stations, etc., and have a surplus which will permit of interest payments being made on the bonds of the National Railways."

The approximate cost of the new equipment is estimated in the Gurza

Speckul Dispatch to The Tribune

TORONTO, Feb. 19,—In periods of Canadian industrial development. While the language situation has afforded additional home-market protection to local French-Canadian industrial development. While the language situation has afforded additional home-market protection to local French-Canadian industrial development. While the language situation has afforded additional home-market protection to local French-Canadian industrial development. While the language situation has afforded additional home-market protection to local French-Canadian industrial development. While the language situation has afforded additional home-market protection to local French-Canadian industrial development. While the language situation has afforded additional home-market protection to local French-Canadian industrial development. While the language situation has afforded additional home-market protection to local French-Canadian industrial development. While the language situation has afforded additional home-market protection to local French-Canadian industrial development. While the language situation has afforded additional home-market protection to local French-Canadian industrial development. While the language situation has afforded additional home-market protection to local French-Canadian industrial development. While the language situation has afforded additional home-market protection to local French-Canadian industrial development. While the language situation has afforded additional home-market protection to local F

quence.

To relieve this condition Francisco
Perez came to the United States recently and made an arrangement with some
of the Southern American railroads for
the loan of forty locomotives to Mexico,
Nineteen of these are now at the port
of Brownsville, Tex.; twelve are at the
frontier port of Laredo, ready to cross

#### Abnormally High Raw Silk Prices Not Wanted, Say Japanese Producers

Abnormally high prices for raw silk are not desired by Japanese producers, according to Saburobei Endo, chairman of the Japanese raw silk mission to the recent International Silk Show. He expressed this view at a dinner given by the mission to its American friends before

"True trade," he said, "gives pleasure to those who buy and those who sell, and thus benefits the public. This is applicable to-day to all of us, you silk men and we raw silk men, as well as exporters, cocoon producers and consumers. In order to obtain this common goal, all must strive to make the cost of production the foundation of prices and be satisfied with reasonable gains, thus eliminating the element of speculation. This is our hope and goal, and yours as well. An abnormally high price of silk would disturb the market, and in the same way an unusually low price would diminish the cocoon product and degrade also the quality of raw silk, making it impossible for us to produce raw material that can stand the strain of high-speed American looms.

"In New York, among many things which have caught our attention is the wonderful way in which your traffic police control the congested traffic with amazing ease. Now, our raw silk syndicate is this traffic police. As traffic police are necessary only on unusually crowded streets, so our syndicate owes its existence to this extraordinary period of stress, and without it a panic would result.

Thus, our syndicate is an emergency organ to stabilize the market, and after it has accomplished its object it will be dissolved. But, on the other hand, if conditions become worse more stringent methods might

good condition considering that little has been done on them in ten years; and they have nothing but respect for the Mexican engineers who will take the Mexican engineers who will take the meaning that little difficulty in arranging paralyzed. Merchants were also permitted by the government to repair the Mexican engineers who will take the meaning that little difficulty in arranging paralyzed. Merchants were also permitted by the government to repair the meaning that little difficulty in arranging paralyzed. Merchants were also permitted by the government to repair the meaning that little difficulty in arranging paralyzed. Merchants were also permitted by the government to repair the meaning that little difficulty in arranging paralyzed. Merchants were also permitted by the government to repair the meaning that little difficulty in arranging paralyzed. Merchants were also permitted by the government to repair the meaning that little difficulty in arranging paralyzed. Merchants were also permitted by the government to repair the meaning that little difficulty in arranging paralyzed. Merchants were also permitted by the government to repair the meaning that little difficulty in arranging paralyzed. Merchants were also permitted by the government to repair the meaning that little difficulty in arranging paralyzed. Merchants were also permitted by the government to repair the meaning that little difficulty in arranging paralyzed. Merchants were also permitted by the government to repair the meaning that little difficulty in arranging paralyzed. Merchants were also permitted by the government to repair the meaning that little difficulty in arranging paralyzed. Merchants were also permitted the meaning that little difficulty in arranging paralyzed. Merchants were also permitted the meaning that little difficulty in arranging paralyzed. Merchants were also permitted the meaning that little difficulty in arranging paralyzed. engines on long runs that no self-respecting American engineer would dare take out of the roundhouse.

Mexico to-day presents an interesting object lesson of the amount of abuse a railroad system will stand and interesting object.

Operation by Private Firms

dark days of the Carranza regime, when practically all the rolling stock was in the hands of the military authe purchase of a large number of new locomotives for use in Mexico, says:

"The railroads of Mexico are to-day operating at less than 50 per cent efficiency—probably 25 per cent would be nearer the mark—but when we consider the condition in which the roads were left by the Carranza administration this represents a quite remarkable achievement on the part of the new officials who took charge of the roads since last June."

Immediate Requirements

In July, 1920, Acting President de la Huerta appointed Jaime Gurza, a well known cotton planter of the Coshuila district and one of the best known financiers and business men in Mexico, to make a thorough study of the actual to the commercial needs of the republic, was the making of contracts with private francts of the Operation of trains on the tracks of the National Railways in December last were nearly 11,000,000 pessos. The figures for January will-prove to be much higher, as an increase in rates went into effect in December.

The Mexican government is making strenuous efforts to get the National Railways back into good condition. They have been seriously hampered by the lack of new equipment and the run district and one of the best known financiers and business men in Mexico.

The gross earnings of the National Railways in December last were in the foreign practically all goods shipped in Mexico to-day are sent by express, at express rates. The gross earnings of the National Railways in December last were in the foreign practically all goods shipped in Mexico to-day are sent by express, at express rates. The gross earnings of the National Railways in December last were in the foreign practically all goods shipped in Mexico to day are sent by express, at express rates. The gross earnings of the National Railways in December last were in early 11,000,000 posos. The figures for January will-prove to be much higher.

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The Mexican government serve to device the foreign practic

became the property of the firm making the repairs for periods of time varying in proportion to the amount of money expended. The Guras report gives the number of these privately owned and operated cars and locomotives in September, 1920, as seventy-one locomotives and 3,454 freight ears.

## Labor Stability Quebec's Boon

made on the bonds of the National Railways."

The approximate cost of the new equipment is estimated in the Gurza report as \$5,000,000 posos (\$17,500,000).

"Between June and November, 1920," he says, "orders amounting to \$6,93," has person as \$5,000,000 posos (\$17,500,000).

"Between June and November, 1920," he says, "orders amounting to \$6,93," has the work of the United States for repair parts of all kinds. We possible to reconstruct \$2,500 ears, which will be ready for service by July, 1921, the shops delivering approximately 300 cars a month be person to reconstruct about 180 locomotives in the same period, deliveries being made at the rate of forty or fifty a month, beginning with January."

External Needs Cared For The 5,000 cars and 480 locomotives which Gurza considers that the agreement with the American Railway Association for she free passage of cars into Mexico will these ease of the external traffic needs of the parts of Quebec frowering industries in other parts of Ganada and in the United States recent the external traffic needs of the external traffic

Nineteen of these are now at the port of Brownsville, Tex.; twelve are at the frontier port of Laredo, ready to cross to the Mexican side, and nine others have already crossed the border. The agreement stipulates that none of these locomotives shall be operated south of the city of Monterey and all are subject to return on short notice.

It is, therefore, to be feared that this will mean only a temporary relief at best, and may merely mean the shifting of the point of congestion to the Monterey yards and other points south of the border.

Relief From Private Service
In a further effort to relieve the

foremost, place in the next phase of Canadian industrial development. While the language situation has afforded ad-ditional home-market protection to ditional home-market protection to

manufactured goods—was attributed in large measure by Mr. Mitchell to "the gact that in the province capital is safe." He added: "Capital is looked upon as a vested right. This has become known not only here, but throughout the rest of the Dominion, in the United States and even in Europe, which means that capital has come and will continue to come here for investment, the investor knowing that his injustment, the investor knowing that his injustment is safe and that his rights will be protected under the laws of this province."

International Garment Producers to Meet in May

Plans for the twenty-fourth annual to convention of the line twenty-fourth annual forment Manufacturers, to be held at the Hotel Winton, Cleveland, from May 10 to 1, are being drafted, according to an announcement yesterday by Secretary A. F. Allison. Coincidental with the convention the eighth annual textile and machinery exhibition, in which about eighty-five manufacturers of piece goods, garment working machinery, office appliances, dyestuffs, buttons, needles, thread and other sundries and in the garment trades will participate.

Considerable importance is attached to the reports to be rendered by the committees on commercial arbitration, cancellations, tariff and trade abuses, appointed by President Mack of the Rauh & Mack Shirt Company, Cincin nati, following the semi-annual convention also will include a meeting of factory production managers, at which the association's bureau of factory practice and industrial relations to will develop some ideas on economies in production, increased efficiency and waste elimination.

The future operations of the newly waste elimination. Relief From Private Service

In a further effort to relieve the congestion—which is as bad at Tamper and Vera Cruz as it is at the finited States border—the Director General of the National Railways has given a contract to the Oliver American Trading Company whereby one hundred locometives will be brought into Mexico, to be operated by this company in connection with its own "private train" service. Four of these lacemetives have already crossed the border, according to Mr. Oliver, and more will follow at an early date.

The American Locomotive Company is at present negotiating with the Mexican government for the sale of between \$2,000,000 and \$3,000,000 worth of equipment. The sale hinges on the making of satisfactory financial arrangements. Charles M. Muchnic, vice-president of the American Locomotive Sales Corporation, said yesterday; and willing to do Tusíness with the manufacture.

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## Novel Ideas Used in Trade As Stimulants

Shoe Industry Showing Resourcefulness in Stirring Up New Business to Relieve the Depression

Nursery Setting in Store

Manufacturers Turn to the Movies and Making By-

will be found successful and probably will become commonplace in a few years. Others will fail and will be discarded, but the average business man is now more than ready to give a fair trial to any new ideas calculated to increase his sales or his profits.

The shoe trade is showing great mental resourcefulness in wriggling out of the tight hole in which it found itself precipitated last year. Hundreds of new ideas have cropped up in that trade in the past few months.

Three of the most important so far developed in this locality are a nursery shoe shop for children installed by a progressive retailer, a motion picture—

"The average farmer wants every believe that every man's hand is against him."

Plea for Acreage Cut

Therefore, as this habit invites the artist of the spoken word, orators and

progressive retailer, a motion picture-sales propaganda instituted by a manu-facturer and the manufacture of belts from shoe scraps by another footwear

rately owned and operated cars and occumotives in September, 1920, as seventy-one locomotives and 3,454 freight cars.

Earnings Show Increase
It is an interesting fact that the transings of the National Railways at present are greater than they were become the revolution, when the lines were out under government control. The real as a complete unit in itself. With the idea in mind that the most important part in selling and fitting infants' and control of the real as a complete nursery in igory enamel.

Manufacturers Take Advantage of Native Desire
to Remain Near Home; All Costs

More Uniform

Speckul Dispatch to The Tribune
TORONTO, Feb. 19.—In periods of Canadian industrial development with the reduction and the result desired.

Movies All Costs

Ganadian industrial development with the reductions that have been made in the last few months. A certain amount of prejudice against high prices must be overcome in the child's parents, and this new method of selling is expected to accomplish the result desired.

Movies All. The Movies All The Movies All T

Clever resourcefulness in turning the movies into shoe selling propaganda was shown by a certain Brooklyn manufacturer of high grade, highly styled shoes for women. He had a large and striking exhibit at the recent convention of retailers and style show held in Milwaukee. One of the moving picture companies took several hundred feet of film at the show. This manufacturer obtained about 200, feet

With the necessity forced by present conditions of reducing production costs as much as possible, the shoe man thought that this scrap, or a part of it might be converted into a by

## Spinners' Prosperity Tied To That of Cotton Growers

Consumers of Ray Material Realize Difficulties of Farmers and Favor Relief Measures; Against Confiscatory Price, Says Whittam

Movies and Making Byproducts From Scraps

Romance is coming back into business. The period of inflated prices and easy profits took much of the romance out of business. Deflation, liquidation and a return to active competition are bringing out here and there the strange developments resulting from keen business thinking along constructive lines. New policies, new methods, new ideas all around are creeping into business. Some of them will be found successful and probably will become commonplace in a few friends realize this, as this indictment, and the prospection to thin out his main weed crop—
the professional politician. It is witless to carry that unnecessary weight in the industrist handicap. For, as Schiller says, "Yoked with stupidity the gods themselves fight in vaim."

Back in 1915, when the last "crisis" in cotton brought the "buy a bale" movement, the State Warehouse Commissioner of South Carolina said:

"Creating useless judicial districts for the replenishment of the pie counter, postoffice pap and the distribution of free garden seeds will not answer." It is high time for the farmer to turn away from his ghronic habit of crying for national assistance. His own best friends realize this, as this indetment, and the professional politician.

The professional politician is positive to thin out his main weed crop—

"The professional politician. It is witless to carry that unnecessary weight in

ton producers, the latest comment of Harvie Jordan, secretary of the Amer-ican Cotton Association, should be read in this connection. He says in a letter to the members, dated January 28 this year:

"In every great disaster or depression of any kind which comes suddenly upon an unsuspecting and unprepared

retical remedies with which the patients are asked to experiment. Among the number we find, of course, many lawyers who hardly know a cotton stalk from an okra plant; but it is a good time to get into the columns of the press and let the dear old 'hayseeds' know that they have not been forgotten."

Because of the high labor content of children's shoes they have shown more of a proportionate price increase than footwear for grown-ups. curing of the farmer's ailments since he was elected president of the de-funct Cotton Growers' Association in New Orleans some fifteen years ago. And his hardy patient, though tem-porarily indisposed, is still healthy, and not half so near death's door as we are asked to believe. So much for inconsistency in leadership.

Difficulties in Way

While the large land owner who cul-While the large land owner who cultivates his own holdings can, and is said to be determined to, restrict production, it is extremely doubtful that those who rent their land can compel their tenants to take like action. For the landlord to "pledge" his tenants is, in the language of a Southern farm journal, "a joke."

The present movement has the backing of bankers, newspapers and state officials in the South. But one remem-

ing the cotton acreage of each farm next year to one-third of its total area. Coming now to the cotton spinner's attitude toward the man who grows the raw material to feed his spindles, let it be said that he realizes the difficulties of the situation. He knows that his factories.

There is no greater authority on the cotton industry of the world than Sir Charles Macara, who, in 1913, said:
"Anything that adversely affects the growers of the raw material of a world-wide industry, such as cotton, must undoubtedly recoil on the users of that raw material."

Another member of the cotton using branch, an English spinner, writing to

Another member of the cotton using branch, an English spinner, writing to an American friend last November, when cotton was fetching a better price than it is to-day, said: "Personally, I consider American cotton far too low, when one takes into account the cost of production.

My long experience as a cotton spinner and as an official of cotton manufacturers' organizations leads me to the conclusion that when the rpinner gets cotton too cheap, as he does every time he is able to buy below the cost to produce and deliver it to his factory, plus a reasonable profit to every one concerned in the various operations, it is not decreased production that will solve the problem. Only increased efficiency Needed

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It is not decreased production that will solve the problem. Only increased efficiency, resulting in a larger yield at a much less cost per pound to produce, will fix him firmly on his financial feet.

Those who are in constant business contact with the planter are his most candid critics, such as, for example, the Georgia Wholesale Grocers' Association, thus: "The value of every farm in Georgia is twice as many times what it was six years ago. Cotton is worth around 16 cents a pound and it was selling for 6 in 1914. The value of farm stock machinery and buildings

tory, plus a reasonable profit to every one concerned in the various opera-tions, it is not because his conscious tions, it is not because his conscious effort has brought about this state of affairs. So long as the price of the fiber remains within the free purchasing power of the consumer of the finished product the cost of the raw material rests on the latter. And as prosperity begets prosperity, the manufacturer benefits by a contented and well-to-do husbandry. Unfortunately, the breaking point in the organizations heretofore set up by our cotton growers has been a return to prosperity. waste elimination.

The future operations of the newly created regional cost councils, instituted to standardize cost accounting in the industry, also will be decided upon.

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The retetore set up by our cotton growers in the prospective. The Triple to the prospective has been a return to prospective. When reasonable or good prices have been reëstablished and maintained for a while there has ensued a laps; of in dividual interest in cooperative action. Building.

By William Whittam

Former Special Agent of the Department of Commerce

In this conspectus of the American cotton situation one whose interests are bound up with the prosperity of the industry from fiber to fabric may be permitted, before coming to consider the Those offering the lowest total of carry-Those offering the lowest total of carry ing costs would be used. Southern ware houses would save interest charges or transportation costs, etc. Indeed, one rather important Lancashire groof spinners years ago organized on its own plantations. The annual reports of this spinning company show that at times the profits on cotton growing and purchasing operations are as large as those obtained from turning the fiber into yarn and thread in its mills.

Spinners Study Problems

Spinners Study Problems

Spinners have travelled across the ocean by the score to meet the growers, study the latters' problems and in turn tell their own difficulties and desires. In spite of which the planter sticks to the conviction that the spinner wants to keep him poor, which is nonsense. There does remain a considerable element, interested in cotton and its handling, that holds to the belief that the producer is not following the course best for himself and the community. So that the views of these people, equally anxious to see the farmer prosperous, deserve a brief ex-

like cotton is held for higher prices the immediate demands of the debtor will gradually absorb the value of the commodity until at its sale there is nothing left for the older creditor."

Obstacles in Way of Recovery

ng to force up prices was not merely denounced as a blunder, which is worse than a mistake. It is simple repetition this placing legislative obstacles in the way of recovery. Post Civil War gave us the "inflation bill" and other vicious us the "inflation bill" and other vicious legislation in such infinite variety that American capital sought foreign outlets. Low prices brought on the free silver agitation of 1896 and started the still resounding Nebraskan silver tongue. And more recently, when war with Germany was declared, Southern Senators tried to pick the National pocket to the tune of \$250,000,000 of bonds,

hundred feet of film at the show. This manufacturer obtained about 200 feet showing his own exhibit and several close-ups of his leading styles, had it reprinted into six copies and is now sending these out on half a dozen circuits into which the country is divided. The film is sent to a retail customer of the manufacturer in each town, who in the leading motion picture theater. That the scheme results in increased takes is proved through reports that come back to the manufacturer's office accompanied by re-orders for certain styles that were shown on the silver of men's shoes attard a reclamation department about a year ago, through which every scrap of material cast aside in his factory was salvaged. Up until a short time ago this was sold, thus reducing slightly the operating costs of the factory.

With the necessity forced by present conditions of reducing production. He knows that the realizes the difficulties of the situation. He knows that the realizes that the realizes that the conditions of reducing production.

man thought that this scrap, or a part of a dependable and moderate-cost labor supply.

The Hon Mr. Mitchell, in his budget report, referred to the notable hydrodectric power development in Quebec. He said:

"To-day the province is being supplied with electric energy throughout its length and breadth. A great reservice was constructed at La Loutre, on the St. Maurice River, for the purpose of storing the water of the watersheds of storing the water of the watersheds of storing the water of the watersheds of storing the water of the capacity of 16,000,000,000 cubic capacity of 16,000,000,000 cubic capacity of 16,000,000,000 permanent horse-power can be 100,000 permanent his scrap will pay him also that river. The government has also that river. The government has also that river. The government has also had under consideration for some time the development of the Ste. Anne de Hearnicans River, the Chaudier River, the development of the Ste. Anne de Hearnicans River, the Bell River and the Hearnicans River, the Relia River and the sum of the Water and the sum of the Water and the sum of the Water and the Hearnicans River, the Relia River and the sum of the Water and the Hearnicans River, the Relia River and the sum of the Water and the Hearnicans River, the Relia River and the Step Jacques Cartier, Kenogami and St. John laws."

Position of Quebec

The Hon Mr. Mitchell, in his budget revenue thus derived the convenient of the mission was producted in his sown factory, and the content that so convenient in the country for the water shed to convenient the line distinction of being about the convenient of the Ste. Anne de Hearnicans River, the Chaudier River, the Chaudier River, the Chaudier River, the Line and the convenient of the International Garment Production of the Manual Country of the world than Sir Charles Macara, who, in 1913, said the convenient of the Ste. Anne de Hearnicans River, the

of farm stock machinery and build is immeasurably greater than in 1914."

Reviviscent Germany **Bidding for Orders** 

Advertising columns of news apers in western Sweden show un mistakable signs of a reviviscent Germany. The leading paper o Gotenburg carries two pages of German manufacturers' advertising daily, causing not a little uneasiness in Swedish manufacturing circlesand a growing demand for a protec tive tariff.

Prospective competition with Ger man houses will doubtless be felt by American and British exporters who have dominated this market for the last few years.

Conditions of the German rail roads appear especially favorable as it requires only ten or twelve parts of Sweden from Germany. The improvement in traffic conditions in the central European countries re cently has been considered remark

#### Trade Revival Is Retarded by Large Stocks

Amount of Manufactured Merchandise Still Being Held Off Market Tends to Check Production

One of the most effective brakes on revival of business to the proportions of a boom is the great stock of

Then there is the great amount of leather stock made up for the automobile trade and languishing in storage awaiting a revival of the autoon worth of side leather and other varieties of upholstery leather stored in a Newark, N. J., warehouse. It is expected that some time will elapse before these stocks are reduced to a point where additional supplies will start the tanneries to furnishing such leather arealiset again.

start the tanneries to furnishing such lenther products again.

These are but three instances of the many cases of "frozen" credit that are preventing a resumption of trade on anything approaching a normal scale.

A large quantity of silk goods in the gray or unfinished state is revosing in the warehouses of the government, it is said, awaiting removal by importers, who find that the freight and duty charges are more than the goods are worth on the present market. Some silk men estimate that fully 2,000,000 pounds of such goods, worth at least \$55\$ a posnid, age thus held.

On the other hand, dealers in dry goods are experiencing difficulty in getting some of the merchandise that is wanted for immediate sale in re-

is wanted for immediate sale in re

### Day's New Issues

Dominick & Dominick and White, Weld & Co. announced yesterday that the \$3.000,000 issue of De Laval Sepa-rator Company 8 per cent notes offered last week has all been sold.

Stock of the Southeastern Express Company allotted proportionately to fourteen states served by the Southern Rullway system end the Mobile of Chin has been oversubscribed in every state, and the lists have been closed, Fairfax Harrison, president of the Southern Railway, announced yes-

# Lifting Excess Profits

Renewal of Confidence the Most Important Development as Result of the Plan

Result of the Plan cents paid by certain Eastern mills

The partial removal of the excess and with 33 cents paid in Buffalo, profits tax in England, according to private advices to Frederick S. Harprivate advices to Frederick S. Harding, New York agent for the Anglo-South American Bank, Ltd., has led to a more optimistic business viewpoint and a renewal of confidence.

The plan for removal of the duties is said to have been brought about by the fact that the revenues therefrom

raw material to feed his spindles, let to be said that he realizes the difficulties of the situation. He knows that his factories can produce nothing but cotton yarn and cloth, while, as a last cotton yarn and cloth, while, as a last The question of acreage reduction and its inevitable cost was thus land to other uses.

The spingles produce nothing but the fact that the revenues therefrom were a year in arrears, and that the resort, the cotton planter can turn his land to other uses.

The spingles produce nothing but the fact that the revenues therefrom were a year in arrears, and that the revenues therefrom the fact that the revenues therefrom were a year in arrears, and that the revenues therefrom the fact that the revenues therefrom were a year in arrears, and that the revenues therefrom the fact that the revenues therefore the fact that the f nues in better times. The action was immediately reflected in a favorable effect upon stocks, which was somewhat restricted, however, by poor finan-

cial conditions abroad.

The office of the bank in Barcelona, The office of the bank in Barcelona. Spain, reports the financial condition in that country to be anything but satisfactory. Credit conditions are said to be very restricted, together with a general depression in the markets following the revision in customs duties which affects a great number of lines in manufactured goods generally lines in manufactured goods generally.
From South America the offices of
the bank report that in Buenos Ayres the wool market is active, but commercial failures in January were heavy. In Valparaiso, Chile, business generally is restricted, while Montevideo reports livestock inactive and the market in bides week.

#### Aid for Canadian Wheat Early Completion of Rail Outlet Is Promised

WINNIPEG, Man., Feb. 19.—Early completion of the Hudson Bay Railway from The Pas to Port Nelson, which will afford another outlet for Canadian wheat, has been practically promised by the government, it was announced to-day. The report of Premier T. C. Norris, railway commissioner of Mani-toba, which was submitted to the leg-islature, said assurances to this effect had been received. and been received. The Hudson Bay Railway project,

At N. Y. Meeting Reduction of Prices and Wages May Be Discussed Friday by Institute Direct

Steel Deadlock

May Be Broken

ors, Pittsburgh Trade Hear Buyers Await Outcome

Independent Mills Without Orders as Stagnation Prevails; Leader Is Working

PITTSBURGH, Feb. 19.-The sp tion that nothing can keep them ating at anything like capacity the

before known in the independent

duce buying in any volume,

diato delivery, and orders are through the mills in record-breaking Shenango Valley steel manufacturers

can see no immediate improvement in business, and some even predict that the situation may become worse until the second half of the year. Manufacturers assert they are new Tax Aiding British Trade in better position to go into the market and compete for business against ket and compete for business against point out, though, that the common labor rate of 37 cents, with time and a half for overtime, compares with 30

Will Benefit by Cut "Employes in the Mahoning Valley mills will benefit by the wage reduction," states a leading maker, "as it enables us to go into the market and compete with companies that have duced wages and secure business w we could not otherwise get. Some de-partments of our plants have heretofore been operating at an actual loss New we hope to be able to operate our mills more regularly and give our mea greater employment. We could not meet the price cuts instituted by the Midvale company under the old cost basis and we were temporarily forced out of the market. Under the readjustment, however, we are on a competitive basis. It has been the experience of the Youngstown district that the mills have operated here when other districts were idle and what we want

districts were idle and whit we want to do now is get back to work and keep the plants running."

Just how the reduction will affect production costs is illustrated by the case of the Sheet and Tube Company, which last year shipped \$21,696 tons of steel and paid \$24,992,699 in wagen. On the same basis the cut will produce a saving of about \$6 a ton, or \$5,000,000 saving of about \$6 a ton, or \$5,000,000 a year. The Brier Hill Steel Company likewise paid \$13,071,072 in wages nad produced 495,670 tons of steel. The saving therefore on this basis will exceed \$5 a ton.

Elbert H. Gary, chairman of the United States Steel Corporation, when asked about the institute meeting, said yesterday that a meeting of the directors of the American Iron and Stellnstitute would be held in New Younext Friday, but explained that the would be the regular monthly session of the institute board. Judge Gary declined to say whether the general subclined to say whether the general subject of prices would be taken up is confined his reply to the bare announcement that the meeting was the regular monthly session of the directors.

Harding Blues Favored The wife of the President-elect is said to be partial to blue as a color The first fashion show of the furdivision of the National Garment Retailers' Association will be held in this city on April 21 at a location to be decided upon at a meeting of the board of directors next Wednesday.

Opens Toy Sales Office
The Trikitumble Toy Company, Minneapolia, Minn, manufacturers of adjustable wooden toys, has opened a sales office in the Bush Terminal Sales
Building.

The Hudson Bay Railway project, started before the war, was abandoned on account of the heavy expense involved. When completed, Premier Norminal Sales as a part of the Canadian National system.

Holidays This Week
Tuesday—In Panama. In the United States: In every state in the United S by textile manufacturers, principall